

Sagicor Life 3rd Quarter Top Managers- Dalton Thompson

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These Sagicor Life branch managers are at the top of their class, coming in as outstanding managers for the third quarter of 2019. We interviewed them to find out their secrets to success. Here's what Leading Unit Manager Dalton Thompson had to say:

Q: How long have you been a Sagicor Life advisor?

A: 29 yrs

Q: What do you enjoy the most about being an advisor?

A: Fellowship and learning with and from clients

Q: What is your biggest/most fond accomplishment in your career as an advisor?

A: Qualifying for Sagicor's Convention and attending MDRT in Canada. What resonates with me most of all in after going the extra mile to pay a critical illness claim the appreciation of the client which I quote "I would wash your feet and drink the water" that brought me to tears

Q: Which Sagicor Life product do you like the most and why?

A: Ultra Life, this epitomizes the very essence of what we do as Insurance and financial advisors ie Protect Families and Assets in the event of one's untimely death plus it carries a tax free savings option

Q: How do you stay motivated as a leader?

A: Faith in Jesus Christ, my family and my team

Q: Your top 3 things to share with other managers/leaders?

A: Leadership is Other Centred; Leadership requires patience and " crocodile skin"